

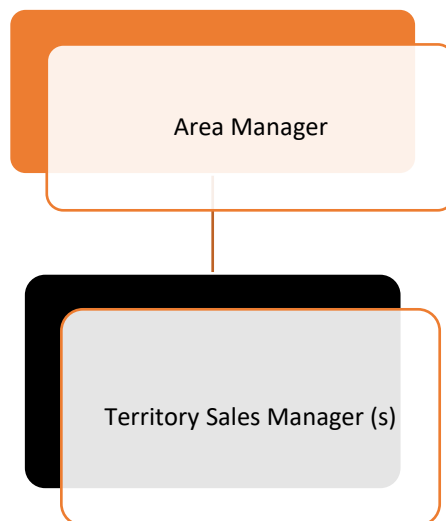
POSITION DESCRIPTION

Position Title: Territory Sales Manager	Direct Manager: Area Manager	
Budget Responsibility:	Direct Reports: Nil	Indirect Reports: Nil

WHAT YOU'RE HERE TO ACHIEVE

Key purpose: To drive revenue growth and market share within a specific region of Australia by developing and executing strategic sales plans. To undertake sales and promotional activities, and to provide on farm consultation. To implement marketing and sales initiatives both regionally and nationally.

WHERE YOU'LL FIT IN #TEAMGALLAGHER



WHO YOU'LL BE WORKING WITH

INTERNAL RELATIONSHIPS	EXTERNAL RELATIONSHIPS
Customer Service Representative (s), Key Account Manager (s), Business Development Manager (s), Technical Support Team (s), Product Managers, Marketing team.	Resellers, Farmers, Dealer staff, end users, industry groups, and any other external stakeholders as required

WHAT YOU'LL BE DOING

Key Accountability	Outcomes/ Expectations
Territory Management	<ul style="list-style-type: none"> ● To implement an approved annual regional sales plan. ● To build relationships with regional dealer network ● To build relationships with farmers and associated service organizations or other relevant channels ● Manage build costs and regional sponsorship budgets within an agreed budget. ● Applying disciplined sales execution towards customer development with planning annually/ monthly/ weekly/ daily activities with clear objectives to ensure productive sales calls ● Timely and accurate Sales forecasting and activities planning/ closing via full use of CRM functionality ● Collaborate with a variety of departments (CS, Tech Support etc.)
Solution Champion	<ul style="list-style-type: none"> ● Be proactive by staying up to date across the full eco system of products and solutions, understanding them deeply to offer the best support and guidance to customers
Provide High Quality Customer Service	<ul style="list-style-type: none"> ● Maintain exceptional customer service standards ● Professionally represent Gallagher Group within the specific region ● Expertise in handling customers' enquiries/complaints and providing ideal solutions ● Demonstrate excellent collaboration regionally and globally, showing a willingness to step outside your lane where needed to ensure our customers have a seamless experience i.e. eShepherd and other cross business solutions
Dealer Support	<ul style="list-style-type: none"> ● Maintain an active call program that is both deliverable and in line with dealer expectations. ● Maintain all point of sale and merchandising material in a professional standard within guidelines. ● Facilitate regular training of dealer staff relative to their levels and experience. ● Proactively manage store inventory in line with relative dealer expectations and/or stock turn policies. Ensure all stock is relative and in a saleable condition. ● Work with Key Account Managers to ensure implementation of promotions and other activities meet goals and targets. ● Professionally act on all referrals from dealers for advice, technical support or installations for Gallagher on-farm solutions. ● Identify new and existing opportunities to grow sales. ● Attend relative meetings for staff, management and category management as required

	<ul style="list-style-type: none"> Actively evaluate market and feed back any relevant information on competitor activities or initiatives.
On Farm Support	<ul style="list-style-type: none"> Actively seek opportunities for on-farm sales of both products and services. Complete regular training and demonstrations of products and services to farmers and associated service industries. Provide solutions beyond the farm gate by identifying opportunities and seeking support from on-farm solutions team. Undertake on-farm installations for products ensuring the maximum up selling of companion products and services. Where applicable an installation/consultancy fee should be charged for expertise, time and consumable products. Refer potential leads to BDM's, Technical Support Managers or others as required
Training and Support	<ul style="list-style-type: none"> Undertake Product, Technical and Health & Safety training as required. Proactively contribute to building regional or global training resources Be proactive in your own self-development to maintain a level of knowledge and professionalism to remain competitive.
Operational and Marketing Activities	<ul style="list-style-type: none"> Maintain all company tools of trade in a safe and professional condition. Complete all administrative functions in a timely and professional manner in terms of policy. Report activities and sales through company systems (SAP, PowerBi, CRM) regularly in order to maximize returns. Manage operational expenses within budget and in line with company policy.
Leadership	<ul style="list-style-type: none"> Take responsibility for keeping up to date with all new technology, both in our products and ways of working. Support other team members when required. Participate in the implementation and achievement of team objectives and action plans. Actively participate in team meetings. Support team events and ensure that peers act responsibly and professionally. Be prepared to share knowledge and experience to all team members both individually and at team meetings to assist the team meet overall objectives. Ensure that confidentiality is respected and maintained to ensure that no one person is disadvantaged and to ensure that a competitive advantage is maintained at all times.

Including any other duties not specified that may be required to complete the role, and as requested by the Reporting Manager.

HOW YOU'LL BE DOING IT

Qualifications and / or Experience:

- Relevant Tertiary Study or equivalent
- Previous Territory Management experience or similar
- Previous experience in selling to the agricultural/agri-tech marketplace
- A history of strong sales growth and achievement.
- A clean driver's license with no endorsements.

Skills / Competencies:

- Strong desire to succeed, with a strong focus on achieving goals and objectives.
- Strong organization and time management skills.
- Strong computer skills including Excel, Word, PowerPoint and a working knowledge of software.
- Excellent communicator and team player.
- Sound knowledge of electric fencing and animal management systems.
- A practical can-do attitude.
- An ability to work unsupervised.

Protect what matters most.

Our purpose and our values apply to our extended Gallagher family including our employees, customers, partners and community.

